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August 14, 2024

## Consolidated Financial Results for the Three months Ended June 30, 2024 [Japanese GAAP]

Company name:	Oisix ra daichi Inc.	Stock exchange listings: TSE
Securities code:	3182	URL: <a href="https://en.oisixradaichi.co.jp">https://en.oisixradaichi.co.jp</a>
Representative:	Kohey Takashima, Representative Director, CEO	
Contact:	Shigeru Kumano, Corporate Planning Division Deputy General Manager	
Scheduled date of payment of dividend:	-	
Preparation of supplementary materials for financial results:	Yes	
Holding of quarterly financial results meeting:	None	

(All amounts are rounded down to the nearest million yen)

### 1. Consolidated Financial Results for Three Months ended June 30, 2024 (from April 1, 2024 to June 30, 2024)

(1) Consolidated Operating Results (% of change from previous year)

Three months ended	Net Sales		Operating Profit		EBITDA*1		Ordinary Profit		Profit attributable to owners of the parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%
June 30, 2024	63,223	116.0	1,249	13.4	2,636	57.2	968	(18.6)	352	(56.9)
June 30, 2023	29,268	4.9	1,101	14.5	1,677	12.0	1,189	31.0	817	39.1

Comprehensive income: 1st Quarter of 2025.3 (As of June 30, 2024) 579 million yen ((36.0%))  
1st Quarter of 2024.3 (As of June 30, 2023) 905 million yen (15.0%)

(Note)

\*1. EBITDA stands for Operating Profit before depreciation and amortization.

Three months ended	Net Income per Share	Diluted Net Income per Share
	Yen	Yen
June 30, 2024	9.68	-
June 30, 2023	22.36	-

### (2) Consolidated Financial Position

Period ended	Total Assets	Net Assets	Shareholders' Equity Ratio
	Million yen	Million yen	%
June 30, 2024	143,241	37,987	19.9
March 31, 2024	143,728	37,420	20.2

(Reference)

Shareholders' equity (million yen): 1st Quarter of 2025.3 (As of June 30, 2024) 28,550million yen  
End of 2024.3 (As of March 31, 2024) 29,069million yen

### 2. Dividends

Fiscal Year ended or ending	Dividend per Share				
	1Q	2Q	3Q	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
March 31, 2024	—	0.00	—	0.00	0.00
March 31, 2025	—	—	—	—	—
March 31, 2025 (Forecast)	—	0.00	—	0.00	0.00

(Note)

Revisions to the most recently announced forecast: None

### 3. Forecast for the Fiscal Year Ending March 31, 2025 (from April 1, 2024 to March 31, 2025)

(Percentages represent year-on-year changes)

	Net Sales		Operating Income		EBITDA		Profit attributable to owners of the parent		Net Income per Share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	255,000	71.8	7,000	36.1	11,000	33.0	3,200	(22.3)	87.53

(Note)

Revisions to the most recently announced forecast: None

#### \* Notes

(1) Changes of important subsidiaries during the period

(Changes of specific subsidiaries in accordance with changes in the scope of consolidation): None

(2) Adoption of specific accounting treatments to the preparation of consolidated quarterly financial statements:

None

(3) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Restatements: None

(4) Number of shares issued (common shares)

1) Number of shares issued (including treasury stock):

As of June 30, 2024	38,028,092shares
As of March 31, 2024	38,028,092shares

2) Number of treasury stocks:

As of June 30, 2024	2,113,830shares
As of March 31, 2024	1,470,130shares

3) Number of average shares during the period:

Three months ended June 30, 2024	36,379,931shares
Three months ended June 30, 2023	36,558,096shares

\* This financial report is outside the scope of the audit by certified public accountants or auditing firms.

\* Explanation of the proper use of forecast and other notes

The forward-looking statements herein are based on information available to the Company and certain assumptions deemed reasonable as of the date of publication of this document. They are not intended as the Company's commitment to achieve such forecasts, and actual results may differ significantly from these forecasts due to a wide range of factors.

# Consolidated Financial Statements

## (1) Consolidated Balance Sheet

(Millions of yen)

	As of March 31, 2024	As of June 30, 2024
<b>Assets</b>		
Current assets		
Cash and deposits	29,649	28,330
Notes receivable - trade	57	57
Accounts receivable - trade	24,879	25,459
Merchandise and finished goods	2,438	2,329
Work in process	125	161
Raw materials and supplies	1,595	1,754
Accounts receivable - other	1,553	1,640
Other	1,713	1,916
Allowance for doubtful accounts	(285)	(238)
Total current assets	61,728	61,409
Non-current assets		
Property, plant and equipment		
Leased assets, net	19,453	19,135
Other, net	6,946	8,010
Total property, plant and equipment	26,400	27,145
Intangible assets		
Goodwill	14,794	14,534
Customer-related intangible assets	25,655	25,360
Other	3,081	3,068
Total intangible assets	43,531	42,963
Investments and other assets		
Investment securities	3,339	3,337
Deferred tax assets	5,132	4,750
Other	3,669	3,703
Allowance for doubtful accounts	(74)	(70)
Total investments and other assets	12,067	11,721
Total non-current assets	82,000	81,831
Total assets	143,728	143,241

(Millions of yen)

	As of March 31, 2024	As of June 30, 2024
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	11,159	11,708
Short-term borrowings	15,045	15,105
Accrued expenses	8,924	8,783
Asset retirement obligations	32	16
Current portion of long-term borrowings	2,166	1,763
Lease liabilities	1,270	1,262
Accounts payable - other	15,938	9,521
Income taxes payable	3,224	381
Contract liabilities	505	1,190
Provision for bonuses	1,552	810
Provision for point card certificates	87	94
Other	2,968	4,235
<b>Total current liabilities</b>	<b>62,875</b>	<b>54,873</b>
Non-current liabilities		
Long-term borrowings	14,648	21,944
Lease liabilities	18,598	18,310
Asset retirement obligations	942	986
Deferred tax liabilities	8,911	8,806
Other	331	331
<b>Total non-current liabilities</b>	<b>43,432</b>	<b>50,379</b>
<b>Total liabilities</b>	<b>106,307</b>	<b>105,253</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	3,995	3,995
Capital surplus	8,021	8,022
Retained earnings	20,376	20,463
Treasury shares	(4,504)	(5,287)
<b>Total shareholders' equity</b>	<b>27,890</b>	<b>27,193</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	245	231
Foreign currency translation adjustment	934	1,124
<b>Total accumulated other comprehensive income</b>	<b>1,179</b>	<b>1,356</b>
Share acquisition rights	38	38
Non-controlling interests	8,312	9,399
<b>Total net assets</b>	<b>37,420</b>	<b>37,987</b>
<b>Total liabilities and net assets</b>	<b>143,728</b>	<b>143,241</b>

## (2) Consolidated Statement of Income and Comprehensive Income

### Consolidated Statement of Income

(Millions of yen)

	Three months ended June 30, 2023	Three months ended June 30, 2024
Net sales	29,268	63,223
Cost of sales	14,764	44,572
Gross profit	14,503	18,650
Selling, general and administrative expenses	13,402	17,401
Operating profit	1,101	1,249
Non-operating income		
Interest income	0	2
Dividend income	4	0
Dividends income of group term insurance	—	20
Compensation income	4	5
Subsidy income	—	7
Share of profit of entities accounted for using equity method	65	—
Gain on investments in investment partnerships	32	1
Other	22	32
Total non-operating income	128	69
Non-operating expenses		
Interest expenses	34	159
Foreign exchange losses	2	80
Share of loss of entities accounted for using equity method	—	34
Other	3	75
Total non-operating expenses	40	349
Ordinary profit	1,189	968
Extraordinary income		
Gain on sale of investment securities	6	—
Total extraordinary income	6	—
Profit before income taxes	1,196	968
Income taxes - current	339	298
Income taxes - deferred	41	319
Total income taxes	381	617
Profit	815	350
Loss attributable to non-controlling interests	(2)	(1)
Net Income Attributable to Owners of the Parent	817	352

Consolidated Statement of Comprehensive Income

(Millions of yen)

	Three months ended June 30, 2023	Three months ended June 30, 2024
Profit	815	350
Other comprehensive income		
Valuation difference on available-for-sale securities	44	25
Foreign currency translation adjustment	28	247
Share of other comprehensive income of entities accounted for using equity method	17	△44
Total other comprehensive income	90	228
Comprehensive income	905	579
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	895	522
Comprehensive income attributable to non-controlling interests	9	57

## Segment information

(1) Financial Results for Three Months ended June 30, 2023 (from April 1, 2023 to June 30, 2023)

Information on the amounts of net sales, profit or loss by reportable segment

	Reportable Segment					Other businesses	Adjustments	Amount on Consolidated Statements of Income
	B to C Subscription	B to B Subscription	Social Services	Vehicle Operation Services	Total			
Net Sales								
Oisix	15,819	—	—	—	15,819	—	—	15,819
Daichi wo Mamorukai	2,926	—	—	—	2,926	—	—	2,926
Radish Boya	4,164	—	—	—	4,164	—	—	4,164
Purple Carrot	2,363	—	—	—	2,363	—	—	2,363
Medical Food	—	—	—	—	—	—	—	—
Contract Food	—	—	—	—	—	—	—	—
Suku-suku Oisix	—	383	—	—	383	—	—	383
After-school care service	—	—	—	—	—	—	—	—
Public school lunch service	—	—	—	—	—	—	—	—
Social service	—	—	—	—	—	—	—	—
Executive vehicle management	—	—	—	—	—	—	—	—
General vehicle management	—	—	—	—	—	—	—	—
Passenger transport	—	—	—	—	—	—	—	—
Other	—	—	—	—	—	3,611	—	3,611
Revenue from Contracts with Customers	25,273	383	—	—	25,656	3,611	—	29,268
Other	—	—	—	—	—	—	—	—
Net sales to external customers	25,273	383	—	—	25,656	3,611	—	29,268
Intersegmental net sales and transfers	—	—	—	—	—	454	(454)	—
<b>Total</b>	<b>25,273</b>	<b>383</b>	<b>—</b>	<b>—</b>	<b>25,656</b>	<b>4,065</b>	<b>(454)</b>	<b>29,268</b>
Segment profit (loss)	2,062	1	—	—	2,064	354	(1,317)	1,101

Notes:

1. The "Other businesses" segment is a business segment not included in the reported segments and includes other companies' EC support business, mobile supermarket business, and web system development business and others.
2. The main components of segment profit in "Adjustments" are fixed personnel expenses and corporate expenses, which are general and administrative expenses that do not belong to any business segment.
3. Adjustments were made to reconcile segment profit to operating profit or loss presented in Consolidated Statements of Income.

**(2) Financial Results for Three Months ended June 30, 2024(from April 1, 2024 to June 30, 2024)**

Information on the amounts of net sales, profit or loss by reportable segment

	Reportable Segment					Other businesses	Adjustments	Amount on Consolidated Statements of Income
	B to C Subscription	B to B Subscription	Social Services	Vehicle Operation Services	Total			
Net Sales								
Oisix	14,849	—	—	—	14,849	—	—	14,849
Daichi Mamorukai <sup>wo</sup>	2,632	—	—	—	2,632	—	—	2,632
Radish Boya	4,059	—	—	—	4,059	—	—	4,059
Purple Carrot	2,902	—	—	—	2,902	—	—	2,902
Medical Food	—	8,094	—	—	8,094	—	—	8,094
Contract Food	—	5,934	—	—	5,934	—	—	5,934
Suku-suku Oisix	—	473	—	—	473	—	—	473
After-school care service	—	—	5,836	—	5,836	—	—	5,836
Public school lunch service	—	—	3,999	—	3,999	—	—	3,999
Social service	—	—	3,118	—	3,118	—	—	3,118
Executive vehicle management	—	—	—	2,893	2,893	—	—	2,893
General vehicle management	—	—	—	2,597	2,597	—	—	2,597
Passenger transport	—	—	—	1,155	1,155	—	—	1,155
Other	—	147	—	—	147	4,475	—	4,623
Revenue from Contracts with Customers	24,443	14,649	12,954	6,646	58,694	4,475	—	63,170
Other	—	—	—	—	—	53	—	53
Net sales to external customers	24,443	14,649	12,954	6,646	58,694	4,528	—	63,223
Intersegmental net sales and transfers	—	5	11	15	33	511	(544)	—
<b>Total</b>	<b>24,443</b>	<b>14,655</b>	<b>12,965</b>	<b>6,662</b>	<b>58,727</b>	<b>5,040</b>	<b>(544)</b>	<b>63,223</b>
Segment profit (loss)	1,645	201	516	494	2,858	294	(1,903)	1,249

Notes:

1. The "Other businesses" segment is a business segment not included in the reported segments and includes other companies' EC support business, mobile supermarket business, and web system development business and others.
2. The main components of segment profit in "Adjustments" are mainly general and administrative expenses that do not belong to any business segment.
3. Adjustments were made to reconcile segment profit to operating profit or loss presented in Consolidated Statements of Income.
4. "Other" in net sales is sales based on "Accounting Standard for Lease Transactions (ASBJ Statement No. 13).

End